	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
1		*Assumptions:*	SEPTEMBER			OCTOBER			NOVEMBER			DECEMBER			
2															
3															
4	A -	SALES AND ROYALTY INCOME													
5	A -	Subscription Sales	$33,000			$36,000			$34,500			$48,000			
6	A -	Back Issue Sales	100%			100%			100%			100%			
7	A -	Mailing List Sales	$1,700			$1,000			$1,500			$2,000			
8	A -	Direct Distribution Sales	8%			8%			8%			8%			
9	A -	Warner Sales	19%			3%			3%			19%			
10	A -	Book & Postcard Sales	$2,500			$2,500			$2,500			$4,000			
11	A -	Ecolog Royalty Income	$22,500			$0			$0			$0			
12	A -	Ecolog Production Monies	$12,500			$0			$0			$0			
13	A -	Restoration Royalty Income	$0			$0			$0			$5,978			
14	A -	Restoration Production Monies	$0			$0			$0			$4,833			
15	A -	Change In Sub Liability	$0			$0			$0			$0			
16	A -	INCOME SUBTOTAL													
17															
18	A -	OTHER INCOME													
19	A -	Chronicle Income	$2,200			$2,750			$2,200			$2,200			
20	A -	Unclassifieds Income	20%			3%			3%			20%			
21	A -	Misc Royalty Income	100%			100%			100%			100%			
22	A -	Production Projects Income	$0			$0			$0			$0			
23	A -	Contributions General	$1,000			$1,000			$1,000			$1,000			
24	A -	Contributions WEI	$2,000			$0			$0			$0			
25	A -	Cyberthon Income	$50,000			$25,000			$0			$0			
26	A -	Library Project Income	$0			$0			$0			$0			
27	A -	Environmental Projects Income	$0			$0			$0			$0			
28	A -	Interest Income	#REF!			#REF!			#REF!			#REF!			
29	A -	Sale of Assets	$0			$0			$0			$0			
30	A -	Miscellaneous Income	$0			$0			$0			$0			
31	A -	TOTAL OTHER INCOME													
32															
33	A -	Grants Income	$7,500			$0			$0			$0			
34	A -	TOTAL REVENUE													
35															
36	A -	COST OF SALES													
37	A -	Circulation Pay	$2,741			$2,996			$2,996			$2,996			
38	A -	Sub Fulfillment	25%			0%			25%			0%			
39	A -	Sub Premium Offers	0%			0%			0%			0%			
40	A -	MacSub Fulfillment OPS	0%			0%			0%			0%			
41	A -	MacSUB Fulfillment Pay	$3,889			$3,889			$4,501			$4,501			
42	A -	Circulation Promo	$900			$2,700			$2,700			$2,700			
43	A -	Renewal & Billing Expenses	$1,100			$1,700			$1,700			$1,700			
44	A -	Insert Expenses	25%			0%			25%			0%			
45	A -	Credit Card Discount	100%			100%			100%			100%			
46	A -	Direct Distributor Expenses	25%			0%			25%			0%			
47	A -	Warner Expenses	25%			0%			25%			0%			
48	A -	Printing Magazine	25%			0%			25%			0%			
49	A -	Mailing List Fulfillment	100%			100%			100%			100%			
50	A -	Editorial Pay	$4,814			$4,814			$4,814			$5,005			
51	A -	Writers and Contributors	2%			2%			21%			2%			
52	A -	Misc Editorial Expenses	100%			100%			100%			100%			
53	A -	Pre Press	25%			0%			25%			0%			
54	A -	Research Pay	$1,658			$1,658			$1,658			$1,658			
55	A -	Research Expense	100%			100%			100%			100%			
56	A -	Production Pay	$5,411			$7,482			$1,441			$5,411			
57	A -	Production OPS	100%			100%			100%			100%			
58	A -	Outside Production Work	$0			$0			$0			$0			
59	A -	Production Supplies	100%			100%			100%			100%			
60	A -	Whole Earth Ecolog OPS	$11,000			$0			$0			$0			
61	A -	Whole Earth Ecolog Expenses	$3,375			$0			$0			$0			

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
62	A -	Restoration Book Salaries	$0			$0			$100			$100			
63	A -	Purchase & Promo of Books etc.	$2,000			$5,000			$200			$3,000			
64	A -	Fulfillment of Books	$375			$375			$375			$600			
65	A -	Chronicle Expenses	100%			100%			100%			100%			
66	A -	Change in Inventory	$0			$0			$0			$0			
67	A -	TOTAL COST OF SALES													
68															
69	A -	GROSS MARGIN													
70															
71	A -	GENERAL AND ADMINISTRATIVE EXF													
72	A -	Office Pay	$2,359			$2,359			$2,359			$2,486			
73	A -	Pub and Admin Pay	$2,104			$2,104			$2,104			$2,104			
74	A -	Pub and Admin Pre Project Pay	$638			$638			$638			$638			
75	A -	Director Pay	$2,917			$2,917			$2,917			$2,917			
76	A -	Insurance Workers Comp	$518			$564			$456			$542			
77	A -	Insurance Other	100%			100%			100%			100%			
78	A -	Paid Vacation Expense	$4,147			$765			$765			$765			
79	A -	Kaiser Health Plan	$434			$434			$434			$434			
80	A -	Taxes Other	100%			100%			100%			100%			
81	A -	Taxes Payroll	$2,641			$2,878			$2,324			$2,762			
82	A -	Office and Computer Supplies	100%			100%			100%			100%			
83	A -	Equip Rental Maint and Supplies	100%			100%			100%			100%			
84	A -	Telephone	100%			100%			100%			100%			
85	A -	Postage & FAX	100%			100%			100%			100%			
86	A -	Container Rent	100%			100%			100%			100%			
87	A -	Building Rent	100%			100%			100%			100%			
88	A -	Building Maintenance	100%			100%			100%			100%			
89	A -	Utilities	100%			100%			100%			100%			
90	A -	WEI Fundraising Salaries	$0			$0			$0			$0			
91	A -	WEI Fundraising OPS	100%			100%			50%			0%			
92	A -	WEI Fundraising Expenses	$500			$500			$200			$200			
93	A -	Cyberthon Salaries	$0			$0			$0			$0			
94	A -	Cyberthon OPS	$1,000			$1,000			$0			$0			
95	A -	Cyberthon Expenses	$9,800			$56,063			$0			$0			
96	A -	Library Project Salaries	$1,000			$0			$0			$0			
97	A -	Library Project OPS	$200			$0			$0			$0			
98	A -	Library Project Expenses	$0			$0			$0			$0			
99	A -	Environmental Projects Salaries	$0			$0			$0			$0			
100	A -	Environmental Projects OPS	$0			$0			$0			$0			
101	A -	Environmental Projects Expenses	$0			$0			$0			$0			
102	A -	Legal Professional and Copyright	100%			100%			100%			100%			
103	A -	Interest and Penalties	100%			100%			100%			100%			
104	A -	Bank Service Fees	100%			100%			100%			100%			
105	A -	Misc Pub and Admin Expenses	100%			100%			100%			100%			
106	A -	Misc Expenses	100%			100%			100%			100%			
107	A -	WELL Repay Expenses	100%			100%			100%			100%			
108	A -	TOTAL GEN AND ADMIN EXPENSES													
109															
110	A -	Grants Expense	$0			$0			$0			$7,500			

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
111															
112															
113		*1990 Budget*	SEPTEMBER		Pct	OCTOBER		Pct	NOVEMBER		Pct	DECEMBER		Pct	
114			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
115															
116		**SALES AND ROYALTY INCOME**													
117		*Subscription Sales*	33,000	16,265	-51%	36,000	96,100	167%	34,500	75,822	120%	48,000	62,565	30%	
118		Back Issue Sales	630	1,130	79%	630	1,164	85%	630	1,159	84%	630	2,296	264%	
119		Mailing List Sales	1,700	2,631	55%	1,000	304	-70%	1,500	3,673	145%	2,000	1,455	-27%	
120		Direct Distribution Sales	5,333	3,219	-40%	5,333	10,321	94%	5,333	8,988	69%	5,333	14,471	171%	
121		Warner Sales	11,400	11,300	-1%	1,800	4,931	174%	1,800	11,300	528%	11,400	5,800	-49%	
122		Book & Postcard Sales	2,500	3,755	50%	2,500	5,158	106%	2,500	4,729	89%	4,000	7,422	86%	
123		Ecolog Royalty Income	22,500	19,125	-15%	0	0	all +	0	0	all +	0	0	all +	
124		Ecolog Production Monies	12,500	12,500	0%	0	0	all +	0	0	all +	0	0	all +	
125		Restoration Royalty Income	0	0	all +	0	0	all +	0	0	all +	5,978	5,978	0%	
126		Restoration Production Monies	0	0	all +	0	0	all +	0	0	all +	4,833	4,833	0%	
127		Change In Sub Liability	0	0	all +	0	0	all +	0	0	all +	0	0	all +	
128		**INCOME SUBTOTAL**	**89,564**	**69,925**	**-22%**	**47,264**	**117,977**	**150%**	**46,264**	**105,670**	**128%**	**82,175**	~~104,021~~ 98,843	**28%**	
129															
130		**OTHER INCOME**													
131		Chronicle Income	2,200	2,200	0%	2,750	2,750	0%	2,200	2,200	0%	2,200	2,200	0%	
132		Unclassifieds Income	1,145	1,102	-4%	143	677	373%	143	360	152%	1,145	303	-74%	
133		Misc Royalty Income	233	702	202%	233	0	-100%	233	0	-100%	233	0	-100%	
134		Production Projects Income	0	0	all +	0	0	all +	0	0	all +	0	0	all +	
135		Contributions General	1,000	401	-60%	1,000	538	-46%	1,000	522	-48%	1,000	678	-32%	
136		Contributions WEI	2,000	1,551	-22%	0	75	all +	0	0	all +	0	0	all +	
137		Cyberthon Income	50,000	47,325	-5%	25,000	7,140	-71%	0	1,350	all +	0	0	all +	
138		Library Project Income	0	0	all +	0	0	all +	0	0	all +	0	0	all +	
139		Environmental Projects Income	0	0	all +	0	0	all +	0	0	all +	0	0	all +	
140		Interest Income	339	339	0%	495	495	0%	479	479	0%	824	824	0%	
141		Sale of Assets	0	250	all +	0	250	all +	0	0	all +	0	500	all +	
142		Miscellaneous Income	0	133	all +	0	0	all +	0	100	all +	0	278	all +	
143		**TOTAL OTHER INCOME**	**56,917**	**54,003**	**-5%**	**29,620**	**11,924**	**-60%**	**4,055**	**5,011**	**24%**	**5,402**	**4,783**	**-11%**	
144															
145		Grants Income	7,500	7,500	0%	0	0	all +	0	8,075	all +	0	0	all +	
146		***TOTAL REVENUE***	***153,980***	***131,427***	**-15%**	***76,884***	***129,901***	**69%**	***50,318***	***118,756***	**136%**	***87,577***	~~109,804~~ 103,626	**25%**	
147															
148		**COST OF SALES**													
149		Circulation Pay	2,741	2,349	-14%	2,996	2,521	-16%	2,996	2,684	-10%	2,996	1,802	-40%	
150		Sub Fulfillment	9,000	1,944	-78%	0	1,401	all -	9,000	7,886	-12%	0	686	all -	
151		Sub Premium Offers	0	0	all -	0	0	all -	0	0	all -	0	0	all +	
152		MacSub Fulfillment OPS	0	0	all -	0	0	all -	0	0	all -	0	0	all +	
153		MacSUB Fulfillment Pay	3,889	1,923	-51%	3,889	2,483	-36%	4,501	1,894	-58%	4,501	2,020	-55%	
154		Circulation Promo	900	-117	-113%	2,700	794	-71%	2,700	2,873	6%	2,700	1,117	-59%	
155		Renewal & Billing Expenses	1,100	5,136	367%	1,700	3,081	81%	1,700	3,977	134%	1,700	5,184	205%	
156		Insert Expenses	1,660	2,953	78%	0	0	all -	1,660	3,429	107%	0	0	all +	
157		Credit Card Discount	250	-610	-344%	250	1,265	406%	250	0	-100%	250	1,320	428%	
158		Direct Distributor Expenses	1,500	2,650	77%	0	0	all -	1,500	2,759	84%	0	0	all -	
159		Warner Expenses	3,000	1,317	-56%	0	0	all -	3,000	3,346	12%	0	0	all -	
160		Printing Magazine	23,500	22,744	-3%	0	0	all -	23,500	24,261	3%	0	0	all -	
161		Mailing List Fulfillment	230	265	15%	230	526	129%	230	108	-53%	230	0	-100%	
162		Editorial Pay	4,814	5,623	17%	4,814	6,290	31%	4,814	5,232	9%	5,005	6,203	24%	
163		Writers and Contributors	600	60	-90%	600	125	-79%	6,300	6,315	0%	600	0	-100%	
164		Misc Editorial Expenses	745	45	-94%	745	4	-99%	745	160	-79%	745	144	-81%	
165		Pre Press	4,800	3,961	-17%	0	355	all -	4,800	4,243	-12%	0	0	all -	
166		Research Pay	1,658	1,046	-37%	1,658	1,167	-30%	1,658	816	-51%	1,658	806	-51%	
167		Research Expense	400	437	9%	400	3	-99%	400	39	-90%	400	339	-15%	
168		Production Pay	5,411	4,878	-10%	7,482	7,764	4%	1,441	1,307	-9%	5,411	6,111	13%	
169		Production OPS	450	72	-84%	450	830	84%	450	0	-100%	450	0	-100%	
170		Outside Production Work	0	98	all -	0	0	all -	0	19	all -	0	84	all +	
171		Production Supplies	450	241	-46%	450	31	-93%	450	0	-100%	450	187	-58%	

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
172		Whole Earth Ecolog OPS	11,000	0	-100%	0	0	all -	0	0	all -	0	0	all +	
173		Whole Earth Ecolog Expenses	3,375	17,561	420%	0	0	all -	0	0	all -	0	0	all +	
174		Restoration Book Salaries	0	0	all -	0	0	all -	100	102	2%	100	70	-30%	
175		Purchase & Promo of Books etc.	2,000	1,833	-8%	5,000	4,970	-1%	200	147	-26%	3,000	3,837	28%	
176		Fulfillment of Books	375	427	14%	375	293	-22%	375	877	134%	600	347	-42%	
177		Chronicle Expenses	1,850	1,760	-5%	1,850	2,525	36%	1,850	1,990	8%	1,850	2,080	12%	
178		Change in Inventory	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
179		**TOTAL COST OF SALES**	**85,697**	**78,597**	**-8%**	**35,588**	**36,428**	**2%**	**74,619**	**74,464**	**0%**	**32,646**	**32,337**	**-1%**	
180															
181		**GROSS MARGIN**	**68,283**	**52,830**	**-23%**	**41,296**	**93,473**	**126%**	**-24,301**	**44,292**	**-282%**	**54,931**	~~77,207~~	**41%**	
182													71,289		
183		**GENERAL AND ADMINISTRATIVE EXP**													
184		Office Pay	2,359	2,413	2%	2,359	3,640	54%	2,359	2,821	20%	2,486	3,286	32%	
185		Pub and Admin Pay	2,104	1,779	-15%	2,104	1,642	-22%	2,104	1,489	-29%	2,104	1,503	-29%	
186		Pub and Admin Pre Project Pay	638	0	-100%	638	0	-100%	638	376	-41%	638	207	-67%	
187		Director Pay	2,917	2,917	0%	2,917	2,917	0%	2,917	2,917	0%	2,917	3,017	3%	
188		Insurance Workers Comp	518	920	78%	564	0	-100%	456	0	-100%	542	920	70%	
189		Insurance Other	191	178	-7%	191	0	-100%	191	352	84%	191	177	-7%	
190		Paid Vacation Expense	4,147	1,326	-68%	765	102	-87%	765	1,530	100%	765	948	24%	
191		Kaiser Health Plan	434	488	12%	434	434	0%	434	325	-25%	434	511	18%	
192		Taxes Other	210	69	-67%	210	0	-100%	210	77	-63%	210	0	-100%	
193		Taxes Payroll	2,641	1,947	-26%	2,878	2,893	1%	2,324	1,610	-31%	2,762	2,030	-27%	
194		Office and Computer Supplies	325	1,480	355%	325	731	125%	325	943	190%	325	965	197%	
195		Equip Rental Maint and Supplies	650	326	-50%	650	119	-82%	650	287	-56%	650	918	41%	
196		Telephone	515	678	32%	515	187	-64%	515	500	-3%	515	575	12%	
197		Postage & FAX	785	-750	-195%	785	428	-45%	785	811	3%	785	1,948	148%	
198		Container Rent	230	200	-13%	230	200	-13%	230	200	-13%	230	200	-13%	
199		Building Rent	3,070	3,119	2%	3,070	3,119	2%	3,070	3,119	2%	3,070	3,119	2%	
200		Building Maintenance	150	117	-22%	150	228	52%	150	117	-22%	150	222	48%	
201		Utilities	335	112	-66%	335	263	-22%	335	298	-11%	335	265	-21%	
202		WEI Fundraising Salaries	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
203		WEI Fundraising OPS	2,000	1,000	-50%	2,000	-2,000	-200%	1,000	1,000	0%	0	0	all -	
204		WEI Fundraising Expenses	500	424	-15%	500	632	26%	200	150	-25%	200	150	-25%	
205		Cyberthon Salaries	0	1,303	all -	0	715	all -	0	0	all -	0	0	all -	
206		Cyberthon OPS	1,000	2,500	150%	1,000	7,000	-88%	0	0	all -	0	0	all -	
207		Cyberthon Expenses	9,800	11,117	13%	56,063	54,526	all -	0	1,234	all -	0	-711	all -	
208		Library Project Salaries	1,000	440	-56%	0	829	all -	0	306	all -	0	0	all -	
209		Library Project OPS	200	0	-100%	0	0	all -	0	0	all -	0	0	all -	
210		Library Project Expenses	0	0	all -	0	23	all -	0	0	all -	0	0	all -	
211		Environmental Projects Salaries	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
212		Environmental Projects OPS	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
213		Environmental Projects Expenses	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
214		Legal Professional and Copyright	350	10	-97%	350	0	-100%	350	0	-100%	350	70	-80%	
215		Interest and Penalties	200	156	-22%	200	178	-11%	200	164	-18%	200	164	-18%	
216		Bank Service Fees	50	33	-34%	50	131	162%	50	32	-35%	50	33	-34%	
217		Misc Pub and Admin Expenses	50	765	1430%	50	539	978%	50	0	-100%	50	0	-100%	
218		Misc Expenses	120	139	16%	120	0	-100%	120	160	33%	120	162	35%	
219		WELL Repay Expenses	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
220		**TOTAL GEN AND ADMIN EXPENSES**	**37,487**	**35,205**	**-6%**	**79,452**	**79,475**	**0%**	**20,427**	**20,819**	**2%**	**20,078**	**20,678**	**3%**	
221															
222		Grants Expense	0	0	all +	0	0	all +	0	0	all +	7,500	0	-100%	
223		**CHANGE IN FUND BALANCE**	***30,796***	***17,625***	**-43%**	***-38,156***	***13,998***	**-137%**	***-44,728***	***23,473***	**-152%**	***27,334***	~~56,389~~	**107%**	
224													50,610.97		
225															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
226		Circ/Fulfillment Dept Summary	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
227			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
228		* INCOME *													
229															
230		Subscription Sales	33,000	16,265	-51%	36,000	96,100	167%	34,500	75,822	120%	48,000	62,565	30%	
231		Back Issue Sales	630	1,130	79%	630	1,164	85%	630	1,159	84%	630	2,296	264%	
232		Contributions General	1,000	401	-60%	1,000	538	-46%	1,000	522	-48%	1,000	678	-32%	
233		Change In Sub Liability	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
234		*Total Sub/Back Issue/Contrib Income*	*34,630*	*17,796*	*-49%*	*37,630*	*97,802*	*160%*	*36,130*	*77,502*	*115%*	*49,630*	*65,539*	*32%*	
235															
236		Direct Distribution Sales	5,333	3,219	-40%	5,333	10,321	94%	5,333	8,988	69%	5,333	14,471	171%	
237		Warner Sales	11,400	11,300	-1%	1,800	4,931	174%	1,800	11,300	528%	11,400	5,800	-49%	
238		*Total Newsstand Income:*	*16,733*	*14,519*	*-13%*	*7,133*	*15,252*	*114%*	*7,133*	*20,288*	*184%*	*16,733*	*20,271*	*21%*	
239															
240		Mailing List Sales	1,700	2,631	55%	1,000	304	-70%	1,500	3,673	145%	2,000	1,455	-27%	
241		*Total Mailing List Income:*	*1,700*	*2,631*	*55%*	*1,000*	*304*	*-70%*	*1,500*	*3,673*	*145%*	*2,000*	*1,455*	*-27%*	
242															
243		Book & Postcard Sales	2,500	3,755	50%	2,500	5,158	106%	2,500	4,729	89%	4,000	7,422	86%	
244		*Total Book & Postcard Income:*	*2,500*	*3,755*	*50%*	*2,500*	*5,158*	*106%*	*2,500*	*4,729*	*89%*	*4,000*	*7,422*	*86%*	
245															
246		* TOTAL INCOME *	55,564	38,701	-30%	48,264	118,515	146%	47,264	106,192	125%	72,364	94,688	31%	
247															
248		* EXPENSES *													
249															
250		Sub Fulfillment	9,000	1,944	-78%	0	1,401	all -	9,000	7,886	-12%	0	686	all -	
251		Sub Premium Offers	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
252		MacSub Fulfillment OPS	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
253		MacSUB Fulfillment Pay	3,889	1,923	-51%	3,889	2,483	-36%	4,501	1,894	-58%	4,501	2,020	-55%	
254		Credit Card Discount	250	-610	-344%	250	1,265	406%	250	0	-100%	250	1,320	428%	
255		*Total Sub Fulfillment Expenses:*	*13,139*	*3,257*	*-75%*	*4,139*	*5,149*	*24%*	*13,751*	*9,780*	*-29%*	*4,751*	*4,026*	*-15%*	
256															
257		Printing Magazine	23,500	22,744	-3%	0	0	all -	23,500	24,261	3%	0	0	all -	
258		*Total Printing Expense:*	*23,500*	*22,744*	*-3%*	*0*	*0*	*all -*	*23,500*	*24,261*	*3%*	*0*	*0*	*all -*	
259															
260		Circulation Pay	2,741	2,349	-14%	2,996	2,521	-16%	2,996	2,684	-10%	2,996	1,802	-40%	
261		Circulation Promo	900	-117	-113%	2,700	794	-71%	2,700	2,873	6%	2,700	1,117	-59%	
262		Renewal & Billing Expenses	1,100	5,136	367%	1,700	3,081	81%	1,700	3,977	134%	1,700	5,184	205%	
263		Insert Expenses	1,660	2,953	78%	0	0	all -	1,660	3,429	107%	0	0	all -	
264		Direct Distributor Expenses	1,500	2,650	77%	0	0	all -	1,500	2,759	84%	0	0	all -	
265		Warner Expenses	3,000	1,317	-56%	0	0	all -	3,000	3,346	12%	0	0	all -	
266		*Total Promotional Expenses:*	*10,901*	*14,289*	*31%*	*7,396*	*6,396*	*-14%*	*13,556*	*19,068*	*41%*	*7,396*	*8,104*	*10%*	
267															
268		Mailing List Fulfillment	230	265	15%	230	526	129%	230	108	-53%	230	0	-100%	
269		*Total Mailing List Rental Expenses:*	*230*	*265*	*15%*	*230*	*526*	*129%*	*230*	*108*	*-53%*	*230*	*0*	*-100%*	
270															
271		Purchase & Promo of Books etc.	2,000	1,833	-8%	5,000	4,970	-1%	200	147	-26%	3,000	3,837	28%	
272		Fulfillment of Books	375	427	14%	375	293	-22%	375	877	134%	600	347	-42%	
273		Change in Inventory	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
274		*Total Book & Postcard Expenses:*	*2,375*	*2,261*	*-5%*	*5,375*	*5,263*	*-2%*	*575*	*1,024*	*78%*	*3,600*	*4,184*	*16%*	
275															
276		* TOTAL EXPENSES *	*50,145*	*42,815*	*-15%*	*17,140*	*17,335*	*1%*	*51,612*	*54,240*	*5%*	*15,977*	*16,314*	*2%*	
277															
278		*Circ/Fulf Dept. Net:*	*5,419*	*-4,114*	*-176%*	*31,124*	*101,180*	*225%*	*-4,348*	*51,951*	*#####*	*56,387*	*78,374*	*39%*	
279															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
280		**Edit/Research Dept Summary**	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
281			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
282		*Expenses:*													
283		Editorial Pay	4,814	5,623	17%	4,814	6,290	31%	4,814	5,232	9%	5,005	6,203	24%	
284		Writers and Contributors	600	60	-90%	600	125	-79%	6,300	6,315	0%	600	0	-100%	
285		Misc Editorial Expenses	745	45	-94%	745	4	-99%	745	160	-79%	745	144	-81%	
286		Research Pay	1,658	1,046	-37%	1,658	1,167	-30%	1,658	816	-51%	1,658	806	-51%	
287		Research Expense	400	437	9%	400	3	-99%	400	39	-90%	400	339	-15%	
288		*Total Expenses (no income):*	*8,216*	*7,211*	*-12%*	*8,216*	*7,588*	*-8%*	*13,916*	*12,562*	*-10%*	*8,408*	*7,491*	*-11%*	
289															
290		*Edit/Research Dept Net:*	*-8,216*	*-7,211*	*-12%*	*-8,216*	*-7,588*	*-8%*	*-13,916*	*-12,562*	*-10%*	*-8,408*	*-7,491*	*-11%*	
291															
292															
293		**Production Dept. Summary**	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
294			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
295		*Income:*													
296		Production Projects Income	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
297		*Total Income:*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	
298															
299		*Expenses:*													
300		Pre Press	4,800	3,961	-17%	0	355	all -	4,800	4,243	-12%	0	0	all -	
301		Production Pay	5,411	4,878	-10%	7,482	7,764	4%	1,441	1,307	-9%	5,411	6,111	13%	
302		Production OPS	450	72	-84%	450	830	84%	450	0	-100%	450	0	-100%	
303		Outside Production Work	0	98	all -	0	0	all -	0	19	all -	0	84	all -	
304		Production Supplies	450	241	-46%	450	31	-93%	450	0	-100%	450	187	-58%	
305		*Total Expenses:*	*11,111*	*9,251*	*-17%*	*8,382*	*8,980*	*7%*	*7,141*	*5,569*	*-22%*	*6,311*	*6,382*	*1%*	
306															
307		*Production Dept Net:*	*-11,111*	*-9,251*	*-17%*	*-8,382*	*-8,980*	*7%*	*-7,141*	*-5,569*	*-22%*	*-6,311*	*-6,382*	*1%*	
308															
309															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
310		**Ecolog Summary**	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
311			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
312		*Income:*													
313		Ecolog Royalty Income	22,500	19,125	-15%	0	0	all -	0	0	all -	0	0	all -	
314		Ecolog Production Monies	12,500	12,500	0%	0	0	all -	0	0	all -	0	0	all -	
315		*Total Income:*	*35,000*	*31,625*	*-10%*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	
316															
317		*Expenses:*													
318		Whole Earth Ecolog OPS	11,000	0	-100%	0	0	all -	0	0	all -	0	0	all -	
319		Whole Earth Ecolog Expenses	3,375	17,561	420%	0	0	all -	0	0	all -	0	0	all -	
320		*Total Expenses:*	*14,375*	*17,561*	*22%*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	
321															
322		*Ecolog Net:*	*20,625*	*14,064*	*-32%*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	
323															
324															
325		**Restoration Book Summary**	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
326			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
327		*Income:*													
328		Restoration Royalty Income	0	0	all -	0	0	all -	0	0	all -	5978.26	5978.26	0%	
329		Restoration Production Monies	0	0	all -	0	0	all -	0	0	all -	4833	4833	0%	
330		*Total Income:*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	*10,811*	*10,811*	*0%*	
331															
332		*Expenses:*													
333		Restoration Book Salaries	0	0	all -	0	0	all -	100	102	2%	100	70.13	-30%	
334		*Total Expenses:*	*0*	*0*	*all -*	*0*	*0*	*all -*	*100*	*102*	*2%*	*100*	*70*	*-30%*	
335															
336		*Restoration Book Net:*	*0*	*0*	*all -*	*0*	*0*	*all -*	*-100*	*-102*	*2%*	*10,711*	*10,741*	*0%*	
337															
338															
339		**Chronicle Summary**													
340		*Income:*													
341		Chronicle Income	2,200	2,200	0%	2,750	2,750	0%	2,200	2,200	0%	2,200	2,200	0%	
342		*Total Income:*	*2,200*	*2,200*	*0%*	*2,750*	*2,750*	*0%*	*2,200*	*2,200*	*0%*	*2,200*	*2,200*	*0%*	
343															
344		*Expenses:*													
345		Chronicle Expenses	1,850	1,760	-5%	1,850	2,525	36%	1,850	1,990	8%	1,850	2,080	12%	
346		*Total Expenses:*	*1,850*	*1,760*	*-5%*	*1,850*	*2,525*	*36%*	*1,850*	*1,990*	*8%*	*1,850*	*2,080*	*12%*	
347															
348		*Chronicle Net:*	*350*	*440*	*26%*	*900*	*225*	*-75%*	*350*	*210*	*-40%*	*350*	*120*	*-66%*	
349															
350															
351		**Unclassifieds Summary:**													
352		*Income:*													
353		Unclassifieds Income	1,145	1,102	-4%	143	677	373%	143	360	152%	1,145	303	-74%	
354		*Total Income (no expenses):*	*1,145*	*1,102*	*-4%*	*143*	*677*	*373%*	*143*	*360*	*152%*	*1,145*	*303*	*-74%*	
355															
356		*Unclassifieds Net:*	*1,145*	*1,102*	*-4%*	*143*	*677*	*373%*	*143*	*360*	*152%*	*1,145*	*303*	*-74%*	
357															
358															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
359		**WE Institute Summary:**	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
360			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
361		* INCOME *													
362															
363		Contributions WEI	2,000	1,551	-22%	0	75	all -	0	0	all -	0	0	all -	
364		Cyberthon Income	50,000	47,325	-5%	25,000	7,140	-71%	0	1,350	all -	0	0	all -	
365		Library Project Income	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
366		Environmental Projects Income	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
367															
368		* TOTAL INCOME *	*52,000*	*48,876*	*-6%*	*25,000*	*7,215*	*-71%*	*0*	*1,350*	*all -*	*0*	*0*	*all -*	
369															
370		* EXPENSES *													
371															
372		WEI Fundraising Salaries	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
373		WEI Fundraising OPS	2000	1000	-50%	2000	-2000	-200%	1000	1000	0%	0	0	all -	
374		WEI Fundraising Expenses	500	424.17	-15%	500	632.28	26%	200	150	-25%	200	150	-25%	
375		*Total WEI FR Expenses*	*2,500*	*1,424*	*-43%*	*2,500*	*-1,368*	*-155%*	*1,200*	*1,150*	*-4%*	*200*	*150*	*-25%*	
376															
377		Cyberthon Salaries	0	1,303	all -	0	715	all -	0	0	all -	0	0	all -	
378		Cyberthon OPS	1,000	2,500	150%	1,000	7,000	600%	0	0	all -	0	0	all -	
379		Cyberthon Expenses	9,800	11,117	13%	56,063	54,526	-3%	0	1,234	all -	0	-711	all -	
380		*Total Cyberthon Expenses*	*10,800*	*14,920*	*38%*	*57,063*	*62,242*	*9%*	*0*	*1,234*	*all -*	*0*	*-711*	*all -*	
381															
382		Library Project Salaries	1,000	440	-56%	0	829	all -	0	306	all -	0	0	all -	
383		Library Project OPS	200	0	-100%	0	0	all -	0	0	all -	0	0	all -	
384		Library Project Expenses	0	0	all -	0	23	all -	0	0	all -	0	0	all -	
385		*Total Library Project Expenses*	*1,200*	*440*	*-63%*	*0*	*851*	*all -*	*0*	*306*	*all -*	*0*	*0*	*all -*	
386															
387		Environmental Projects Salaries	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
388		Environmental Projects OPS	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
389		Environmental Projects Expenses	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
390		*Total Environmental Projects Expens*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	
391															
392		** TOTAL EXPENSES **	*14,500*	*16,784*	*16%*	*59,563*	*61,725*	*4%*	*1,200*	*2,690*	*124%*	*200*	*-561*	*-380%*	
393															
394		WEI Fundraising Net	-500	127	-125%	-2,500	1,443	-158%	-1,200	-1,150	-4%	-200	-150	-25%	
395		Cyberthon Net	39,200	32,405	-17%	-32,063	-55,102	72%	0	116	all -	0	711	all -	
396		Library Project Net	-1,200	-440	-63%	0	-851	all -	0	-306	all -	0	0	all -	
397		Environmental Projects Net	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
398															
399		*WE Institute Net:*	*37,500*	*32,092*	*-14%*	*-34,563*	*-54,510*	*58%*	*-1,200*	*-1,340*	*12%*	*-200*	*561*	*-380%*	
400															
401															
402		**Pass Thru Grants Summary:**													
403		*Income:*													
404		Grants Income	7,500	7,500	0%	0	0	all -	0	8,075	all -	0	0	all -	
405		*Total Income:*	*7,500*	*7,500*	*0%*	*0*	*0*	*all -*	*0*	*8,075*	*all -*	*0*	*0*	*all -*	
406															
407		*Expenses:*													
408		Grants Expense	0	0	all -	0	0	all -	0	0	all -	7,500	0	-100%	
409		*Total Expenses:*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	*7,500*	*0*	*-100%*	
410															
411		*Pass Thru Grants Net:*	*7,500*	*7,500*	*0%*	*0*	*0*	*all -*	*0*	*8,075*	*all -*	*-7,500*	*0*	*-100%*	
412															
413															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
414		General/Admin/Misc Summary:	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
415			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
416		* Income *													
417															
418		Misc Royalty Income	233	702	202%	233	0	-100%	233	0	-100%	233	0	-100%	
419		Interest Income	339	339	0%	495	495	0%	479	479	0%	824	824	0%	
420		Sale of Assets	0	250	all -	0	250	all -	0	0	all -	0	500	all -	
421		Miscellaneous Income	0	133	all -	0	0	all -	0	100	all -	0	278	all -	
422															
423		* Total Income *	572	1,424	149%	727	745	2%	712	579	-19%	1,057	1,602	52%	
424															
425		* Expenses *													
426															
427		Pub and Admin Pay	2,104	1,779	-15%	2,104	1,642	-22%	2,104	1,489	-29%	2,104	1,503	-29%	
428		Pub and Admin Pre Project Pay	638	0	-100%	638	0	-100%	638	376	-41%	638	207	-67%	
429		Director Pay	2,917	2,917	0%	2,917	2,917	0%	2,917	2,917	0%	2,917	3,017	3%	
430		Misc Pub and Admin Expenses	50	765	1430%	50	539	978%	50	0	-100%	50	0	-100%	
431		*Total Pub and Admin Expenses*	*5,708*	*5,460*	*-4%*	*5,708*	*5,097*	*-11%*	*5,708*	*4,781*	*-16%*	*5,708*	*4,726*	*-17%*	
432															
433		Insurance Workers Comp	518	920	78%	564	0	-100%	456	0	-100%	542	920	70%	
434		Paid Vacation Expense	4,147	1,326	-68%	765	102	-87%	765	1,530	100%	765	948	24%	
435		Kaiser Health Plan	434	488	12%	434	434	0%	434	325	-25%	434	511	18%	
436		Taxes Payroll	2,641	1,947	-26%	2,878	2,893	1%	2,324	1,610	-31%	2,762	2,030	-27%	
437		*Total Payroll-Related Expenses*	*7,740*	*4,680*	*-40%*	*4,641*	*3,429*	*-26%*	*3,979*	*3,466*	*-13%*	*4,502*	*4,409*	*-2%*	
438															
439		Office Pay	2,359	2,413	2%	2,359	3,640	54%	2,359	2,821	20%	2,486	3,286	32%	
440		Insurance Other	191	178	-7%	191	0	-100%	191	352	84%	191	177	-7%	
441		Taxes Other	210	69	-67%	210	0	-100%	210	77	-63%	210	0	-100%	
442		Office and Computer Supplies	325	1,480	355%	325	731	125%	325	943	190%	325	965	197%	
443		Equip Rental Maint and Supplies	650	326	-50%	650	119	-82%	650	287	-56%	650	918	41%	
444		Legal Professional and Copyright	350	10	-97%	350	0	-100%	350	0	-100%	350	70	-80%	
445		Interest and Penalties	200	156	-22%	200	178	-11%	200	164	-18%	200	164	-18%	
446		Bank Service Fees	50	33	-34%	50	131	162%	50	32	-35%	50	33	-34%	
447		Misc Expenses	120	139	16%	120	0	-100%	120	160	33%	120	162	35%	
448		WELL Repay Expenses	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
449		*Total General Business Expenses*	*4,455*	*4,804*	*8%*	*4,455*	*4,799*	*8%*	*4,455*	*4,837*	*9%*	*4,582*	*5,775*	*26%*	
450															
451		Telephone	515	678	32%	515	187	-64%	515	500	-3%	515	575	12%	
452		Postage & FAX	785	-750	-195%	785	428	-45%	785	811	3%	785	1,948	148%	
453		*Total Phone/Postage/FAX Expenses*	*1,300*	*-72*	*-106%*	*1,300*	*615*	*-53%*	*1,300*	*1,311*	*1%*	*1,300*	*2,523*	*94%*	
454															
455		Container Rent	230	200	-13%	230	200	-13%	230	200	-13%	230	200	-13%	
456		Building Rent	3,070	3,119	2%	3,070	3,119	2%	3,070	3,119	2%	3,070	3,119	2%	
457		Building Maintenance	150	117	-22%	150	228	52%	150	117	-22%	150	222	48%	
458		Utilities	335	112	-66%	335	263	-22%	335	298	-11%	335	265	-21%	
459		*Total Rent & Facilites Expenses*	*3,785*	*3,548*	*-6%*	*3,785*	*3,810*	*1%*	*3,785*	*3,734*	*-1%*	*3,785*	*3,806*	*1%*	
460															
461		* Total Expenses *	22,987	18,421	-20%	19,889	17,750	-11%	19,227	18,129	-6%	19,878	21,239	7%	
462															
463		*Net General/Admin/Misc:*	*-22,416*	*-16,997*	*-24%*	*-19,162*	*-17,005*	*-11%*	*-18,515*	*-17,550*	*-5%*	*-18,821*	*-19,637*	*4%*	
464															
465															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
466		Dept-by-Dept Summary:	SEPTEMBER	0	Pct	OCTOBER	0	Pct	NOVEMBER	0	Pct	DECEMBER	0	Pct	
467			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
468															
469		Total Sub/Back Issue/Contrib Income	34,630	17,796	-49%	37,630	97,802	160%	36,130	77,502	115%	49,630	65,539	32%	
470		Total Newsstand Income:	16,733	14,519	-13%	7,133	15,252	114%	7,133	20,288	184%	16,733	20,271	21%	
471		Total Mailing List Income:	1,700	2,631	55%	1,000	304	-70%	1,500	3,673	145%	2,000	1,455	-27%	
472		Total Book & Postcard Income:	2,500	3,755	50%	2,500	5,158	106%	2,500	4,729	89%	4,000	7,422	86%	
473		** TOTAL INCOME **	*55,564*	*38,701*	*-30%*	*48,264*	*118,515*	*146%*	*47,264*	*106,192*	*125%*	*72,364*	*94,688*	*31%*	
474															
475		Total Sub Fulfillment Expenses:	13,139	3,257	-75%	4,139	5,149	24%	13,751	9,780	-29%	4,751	4,026	-15%	
476		Total Printing Expense:	23,500	22,744	-3%	0	0	all -	23,500	24,261	3%	0	0	all -	
477		Total Promotional Expenses:	10,901	14,289	31%	7,396	6,396	-14%	13,556	19,068	41%	7,396	8,104	10%	
478		Total Mailing List Rental Expenses:	230	265	15%	230	526	129%	230	108	-53%	230	0	-100%	
479		Total Book & Postcard Expenses:	2,375	2,261	-5%	5,375	5,263	-2%	575	1,024	78%	3,600	4,184	16%	
480		** TOTAL EXPENSES **	*50,145*	*42,815*	*-15%*	*17,140*	*17,335*	*1%*	*51,612*	*54,240*	*5%*	*15,977*	*16,314*	*2%*	
481															
482		*Circ/Fulf Dept. Net:*	*5,419*	*-4,114*	*-176%*	*31,124*	*101,180*	*225%*	*-4,348*	*51,951*	*#####*	*56,387*	*78,374*	*39%*	
483															
484		Total Expenses (no income):	8,216	7,211	-12%	8,216	7,588	-8%	13,916	12,562	-10%	8,408	7,491	-11%	
485		*Edit/Research Dept Net:*	*-8,216*	*-7,211*	*-12%*	*-8,216*	*-7,588*	*-8%*	*-13,916*	*-12,562*	*-10%*	*-8,408*	*-7,491*	*-11%*	
486															
487		Total Income:	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
488		Total Expenses:	11,111	9,251	-17%	8,382	8,980	7%	7,141	5,569	-22%	6,311	6,382	1%	
489		*Production Dept Net:*	*-11,111*	*-9,251*	*-17%*	*-8,382*	*-8,980*	*7%*	*-7,141*	*-5,569*	*-22%*	*-6,311*	*-6,382*	*1%*	
490															
491		Total Income:	35,000	31,625	-10%	0	0	all -	0	0	all -	0	0	all -	
492		Total Expenses:	14,375	17,561	22%	0	0	all -	0	0	all -	0	0	all -	
493		*Ecolog Net:*	*20,625*	*14,064*	*-32%*	*0*	*0*	*all -*	*0*	*0*	*all -*	*0*	*0*	*all -*	
494															
495		Total Income:	0	0	all -	0	0	all -	0	0	all -	10,811	10,811	0%	
496		Total Expenses:	0	0	all -	0	0	all -	100	102	2%	100	70	-30%	
497		*Restoration Book Net:*	*0*	*0*	*all -*	*0*	*0*	*all -*	*-100*	*-102*	*2%*	*10,711*	*10,741*	*0%*	
498															
499		Total Income:	2,200	2,200	0%	2,750	2,750	0%	2,200	2,200	0%	2,200	2,200	0%	
500		Total Expenses:	1,850	1,760	-5%	1,850	2,525	36%	1,850	1,990	8%	1,850	2,080	12%	
501		*Chronicle Net:*	*350*	*440*	*26%*	*900*	*225*	*-75%*	*350*	*210*	*-40%*	*350*	*120*	*-66%*	
502															
503		Total Income (no expenses):	1,145	1,102	-4%	143	677	373%	143	360	152%	1,145	303	-74%	
504		*Unclassifieds Net:*	*1,145*	*1,102*	*-4%*	*143*	*677*	*373%*	*143*	*360*	*152%*	*1,145*	*303*	*-74%*	
505															
506		Contributions WEI	2,000	1,551	-22%	0	75	all -	0	0	all -	0	0	all -	
507		Cyberthon Income	50,000	47,325	-5%	25,000	7,140	-71%	0	1,350	all -	0	0	all -	
508		Library Project Income	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
509		Environmental Projects Income	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
510		** TOTAL INCOME **	*52,000*	*48,876*	*-6%*	*25,000*	*7,215*	*-71%*	*0*	*1,350*	*all -*	*0*	*0*	*all -*	
511															
512		Total WEI FR Expenses	2,500	1,424	-43%	2,500	-1,368	-155%	1,200	1,150	-4%	200	150	-25%	
513		Total Cyberthon Expenses	10,800	14,920	38%	57,063	62,242	9%	0	1,234	all -	0	-711	all -	
514		Total Library Project Expenses	1,200	440	-63%	0	851	all -	0	306	all -	0	0	all -	
515		Total Environmental Projects Expens	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
516		** TOTAL EXPENSES **	*14,500*	*16,784*	*16%*	*59,563*	*61,725*	*4%*	*1,200*	*2,690*	*124%*	*200*	*-561*	*-380%*	
517															
518		WEI Fundraising Net	-500	127	-125%	-2,500	1,443	-158%	-1,200	-1,150	-4%	-200	-150	-25%	
519		Cyberthon Net	39,200	32,405	-17%	-32,063	-55,102	72%	0	116	all -	0	711	all -	
520		Library Project Net	-1,200	-440	-63%	0	-851	all -	0	-306	all -	0	0	all -	
521		Environmental Projects Net	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
522		*WE Institute Net:*	*37,500*	*32,092*	*-14%*	*-34,563*	*-54,510*	*58%*	*-1,200*	*-1,340*	*12%*	*-200*	*561*	*-380%*	
523															

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
524		Total Income:	7,500	7,500	0%	0	0	all -	0	8,075	all -	0	0	all -	
525		Total Expenses:	0	0	all -	0	0	all -	0	0	all -	7,500	0	-100%	
526		*Pass Thru Grants Net:*	*7,500*	*7,500*	*0%*	*0*	*0*	*all -*	*0*	*8,075*	*all -*	*-7,500*	*0*	*-100%*	
527															
528		** Total Income **	*572*	*1,424*	*149%*	*727*	*745*	*2%*	*712*	*579*	*-19%*	*1,057*	*1,602*	*52%*	
529															
530		Total Pub and Admin Expenses	5,708	5,460	-4%	5,708	5,097	-11%	5,708	4,781	-16%	5,708	4,726	-17%	
531		Total Payroll-Related Expenses	7,740	4,680	-40%	4,641	3,429	-26%	3,979	3,466	-13%	4,502	4,409	-2%	
532		Total General Business Expenses	4,455	4,804	8%	4,455	4,799	8%	4,455	4,837	9%	4,582	5,775	26%	
533		Total Phone/Postage/FAX Expenses	1,300	-72	-106%	1,300	615	-53%	1,300	1,311	1%	1,300	2,523	94%	
534		Total Rent & Facilites Expenses	3,785	3,548	-6%	3,785	3,810	1%	3,785	3,734	-1%	3,785	3,806	1%	
535		** Total Expenses **	*22,987*	*18,421*	*-20%*	*19,889*	*17,750*	*-11%*	*19,227*	*18,129*	*-6%*	*19,878*	*21,239*	*7%*	
536															
537		*Net General/Admin/Misc:*	*-22,416*	*-16,997*	*-24%*	*-19,162*	*-17,005*	*-11%*	*-18,515*	*-17,550*	*-5%*	*-18,821*	*-19,637*	*4%*	
538															
539		**Dept-by-Dept Summary (Totals):**	SEPTEMBER		Pct	OCTOBER		Pct	NOVEMBER		Pct	DECEMBER		Pct	
540			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
541															
542		**Grand Total Income:**	*153,980*	*131,427*	*-15%*	*76,884*	*129,901*	*69%*	*50,318*	*118,756*	*136%*	*87,577*	*109,604*	*25%*	
543		**Grand Total Expenses:**	*123,185*	*113,802*	*-8%*	*115,040*	*115,903*	*1%*	*95,046*	*95,283*	*0%*	*60,223*	*53,015*	*-12%*	
544		**Grand Total Net:**	*30,796*	*17,625*	*-43%*	*-38,156*	*13,998*	*-137%*	*-44,728*	*23,473*	*-152%*	*27,354*	*56,589*	*107%*	
545		(check sum - should be 0)	0	0		0	0		-100	-102		10,711	10,741		
546															
547		**GT Income w/o WEI:**	*101,980*	*82,551*	*-19%*	*51,884*	*122,686*	*136%*	*50,318*	*117,406*	*133%*	*87,577*	*109,604*	*25%*	
548		**GT Expenses w/o WEI:**	*108,685*	*97,018*	*-11%*	*55,477*	*54,178*	*-2%*	*93,846*	*92,593*	*-1%*	*60,023*	*53,576*	*-11%*	
549		**GT Net w/o WEI:**	*-6,704*	*-14,467*	*116%*	*-3,593*	*68,509*	*#####*	*-43,528*	*24,812*	*-157%*	*27,554*	*56,028*	*103%*	
550															
551		**Payroll Summary:**	SEPTEMBER		Pct	OCTOBER		Pct	NOVEMBER		Pct	DECEMBER		Pct	
552			Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	Projected	Actual	Diff.	
553															
554		Circulation Pay	2,741	2,349	-14%	2,996	2,521	-16%	2,996	2,684	-10%	2,996	1,802	-40%	
555		MacSub Fulfillment OPS	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
556		MacSUB Fulfillment Pay	3,889	1,923	-51%	3,889	2,483	-36%	4,501	1,894	-58%	4,501	2,020	-55%	
557		Editorial Pay	4,814	5,623	17%	4,814	6,290	31%	4,814	5,232	9%	5,005	6,203	24%	
558		Research Pay	1,658	1,046	-37%	1,658	1,167	-30%	1,658	816	-51%	1,658	806	-51%	
559		Production Pay	5,411	4,878	-10%	7,482	7,764	4%	1,441	1,307	-9%	5,411	6,111	13%	
560		Production OPS	450	72	-84%	450	830	84%	450	0	-100%	450	0	-100%	
561		Outside Production Work	0	98	all -	0	0	all -	0	19	all -	0	84	all -	
562		Whole Earth Ecolog OPS	11,000	0	-100%	0	0	all -	0	0	all -	0	0	all -	
563		Restoration Book Salaries	0	0	all -	0	0	all -	100	102	2%	100	70	-30%	
564		Office Pay	2,359	2,413	2%	2,359	3,640	54%	2,359	2,821	20%	2,486	3,286	32%	
565		Pub and Admin Pay	2,104	1,779	-15%	2,104	1,642	-22%	2,104	1,489	-29%	2,104	1,503	-29%	
566		Pub and Admin Pre Project Pay	638	0	-100%	638	0	-100%	638	376	-41%	638	207	-67%	
567		Director Pay	2,917	2,917	0%	2,917	2,917	0%	2,917	2,917	0%	2,917	3,017	3%	
568		WEI Fundraising Salaries	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
569		WEI Fundraising OPS	2,000	1,000	-50%	2,000	-2,000	-200%	1,000	1,000	0%	0	0	all -	
570		Cyberthon Salaries	0	1,303	all -	0	715	all -	0	0	all -	0	0	all -	
571		Cyberthon OPS	1,000	2,500	150%	1,000	7,000	600%	0	0	all -	0	0	all -	
572		Library Project Salaries	1,000	440	-56%	0	829	all -	0	306	all -	0	0	all -	
573		Library Project OPS	200	0	-100%	0	0	all -	0	0	all -	0	0	all -	
574		Environmental Projects Salaries	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
575		Environmental Projects OPS	0	0	all -	0	0	all -	0	0	all -	0	0	all -	
576		*Total Pay (Salaries & OPS)*	*42,179*	*28,341*	*-33%*	*32,305*	*35,797*	*11%*	*24,976*	*20,962*	*-16%*	*28,265*	*25,107*	*-11%*	
577															
578		Insurance Workers Comp	518	920	78%	564	0	-100%	456	0	-100%	542	920	70%	
579		Paid Vacation Expense	4,147	1,326	-68%	765	102	-87%	765	1,530	100%	765	948	24%	
580		Kaiser Health Plan	434	488	12%	434	434	0%	434	325	-25%	434	511	18%	
581		Taxes Payroll	2,641	1,947	-26%	2,878	2,893	1%	2,324	1,610	-31%	2,762	2,030	-27%	
582		*Total Payroll Related Expenses*	*7,740*	*4,680*	*-40%*	*4,641*	*3,429*	*-26%*	*3,979*	*3,466*	*-13%*	*4,502*	*4,409*	*-2%*	
583															
584		* TOTAL PAYROLL & REL. EXPENSES *	49,919	33,021	-34%	36,946	39,225	6%	28,955	24,428	-16%	32,767	29,516	-10%	

	A	B	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
585															
586															
587															
588		NOTES:													

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
1		*Assumptions:*								
2										
3										
4	A -	SALES AND ROYALTY INCOME								
5	A -	Subscription Sales								
6	A -	Back Issue Sales								
7	A -	Mailing List Sales								
8	A -	Direct Distribution Sales								
9	A -	Warner Sales								
10	A -	Book & Postcard Sales								
11	A -	Ecolog Royalty Income								
12	A -	Ecolog Production Monies								
13	A -	Restoration Royalty Income								
14	A -	Restoration Production Monies								
15	A -	Change In Sub Liability								
16	A -	INCOME SUBTOTAL								
17										
18	A -	OTHER INCOME								
19	A -	Chronicle Income								
20	A -	Unclassifieds Income								
21	A -	Misc Royalty Income								
22	A -	Production Projects Income								
23	A -	Contributions General								
24	A -	Contributions WEI								
25	A -	Cyberthon Income								
26	A -	Library Project Income								
27	A -	Environmental Projects Income								
28	A -	Interest Income								
29	A -	Sale of Assets								
30	A -	Miscellaneous Income								
31	A -	TOTAL OTHER INCOME								
32										
33	A -	Grants Income								
34	A -	TOTAL REVENUE								
35										
36	A -	COST OF SALES								
37	A -	Circulation Pay								
38	A -	Sub Fulfillment								
39	A -	Sub Premium Offers								
40	A -	MacSub Fulfillment OPS								
41	A -	MacSUB Fulfillment Pay								
42	A -	Circulation Promo								
43	A -	Renewal & Billing Expenses								
44	A -	Insert Expenses								
45	A -	Credit Card Discount								
46	A -	Direct Distributor Expenses								
47	A -	Warner Expenses								
48	A -	Printing Magazine								
49	A -	Mailing List Fulfillment								
50	A -	Editorial Pay								
51	A -	Writers and Contributors								
52	A -	Misc Editorial Expenses								
53	A -	Pre Press								
54	A -	Research Pay								
55	A -	Research Expense								
56	A -	Production Pay								
57	A -	Production OPS								
58	A -	Outside Production Work								
59	A -	Production Supplies								
60	A -	Whole Earth Ecolog OPS								
61	A -	Whole Earth Ecolog Expenses								

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
62	A -	Restoration Book Salaries								
63	A -	Purchase & Promo of Books etc.								
64	A -	Fulfillment of Books								
65	A -	Chronicle Expenses								
66	A -	Change in Inventory								
67	A -	**TOTAL COST OF SALES**								
68										
69	A -	**GROSS MARGIN**								
70										
71	A -	**GENERAL AND ADMINISTRATIVE EXP**								
72	A -	Office Pay								
73	A -	Pub and Admin Pay								
74	A -	Pub and Admin Pre Project Pay								
75	A -	Director Pay								
76	A -	Insurance Workers Comp								
77	A -	Insurance Other								
78	A -	Paid Vacation Expense								
79	A -	Kaiser Health Plan								
80	A -	Taxes Other								
81	A -	Taxes Payroll								
82	A -	Office and Computer Supplies								
83	A -	Equip Rental Maint and Supplies								
84	A -	Telephone								
85	A -	Postage & FAX								
86	A -	Container Rent								
87	A -	Building Rent								
88	A -	Building Maintenance								
89	A -	Utilities								
90	A -	WEI Fundraising Salaries								
91	A -	WEI Fundraising OPS								
92	A -	WEI Fundraising Expenses								
93	A -	Cyberthon Salaries								
94	A -	Cyberthon OPS								
95	A -	Cyberthon Expenses								
96	A -	Library Project Salaries								
97	A -	Library Project OPS								
98	A -	Library Project Expenses								
99	A -	Environmental Projects Salaries								
100	A -	Environmental Projects OPS								
101	A -	Environmental Projects Expenses								
102	A -	Legal Professional and Copyright								
103	A -	Interest and Penalties								
104	A -	Bank Service Fees								
105	A -	Misc Pub and Admin Expenses								
106	A -	Misc Expenses								
107	A -	WELL Repay Expenses								
108	A -	**TOTAL GEN AND ADMIN EXPENSES**								
109										
110	A -	Grants Expense								